- / = LEFT MESSAGE-attempt made
- \$ = SALE
- = BOOKING-I ROCK!

- 1 sheet completed each week = Team Leader in 6 months
- 2 sheets completed each week = Team Leader in 3 months & FREE Car in 6 months
- X = CALL/TXT w/response-no bking 3 sheets completed each week = Team Leader in 2 months, FREE car in 4 months, and Director in 6 months
  - 4 sheets completed each week = Team Leaders in 1 month, FREE car in 2 months, and Director in 3 months

## Work the NUMBERS AND SUCCEED!

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When texting, you must get a response to count it as an attempt.

Numbers are based upon contacts who are 21 or older (unless married), who are qualified prospects. You should obtain at least 10 bookings per completed sheet. CONSULTANT NAME: